

## Message Text

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PAGE 01 STATE 079388  
ORIGIN EB-08

INFO OCT-01 EA-12 ISO-00 CIAE-00 COME-00 INR-10 LAB-04  
NSAE-00 PA-02 SIL-01 USIA-15 STR-07 CTME-00  
TRSE-00 /060 R

DRAFTED BY EB/OT/GCP:MBAAS:STMCP

APPROVED BY EA/EP:AGEBER

EA/EP:DHSSTEBBING

STR:DCOOPER (SUBS.)

CUSTOMS:DRAMSAY (SUBS.)

EA/TIMBS:LROCKE (INFO)

EA/PHL:JSARTORIUS (INFO)

COMMERCE:ABROSNAN (INFO)

USIA:MYAKI (INFO)

EA/EX:HRMILLS

-----014759 281841Z /41

P 281835Z MAR 78

FM SECSTATE WASHDC

TO AMEMBASSY MANILA PRIORITY

AMEMBASSY SINGAPORE PRIORITY

AMEMBASSY KUALA LUMPUR PRIORITY

UNCLAS STATE 079388

E.O. 11652: N/A

TAGS: ETRD, ASEAN

SUBJECT: ASEAN TRADE FAIR - GSP SEMINAR

REFS: (A) MANILA 3654; (B) SINGAPORE 1097

1. US TEAM TO SUBJECT SEMINAR WILL CONSIST OF MARC BAAS,  
ASSISTANT CHIEF OF THE GENERAL COMMERCIAL POLICY DIVISION  
IN THE OFFICE OF TRADE IN THE DEPARTMENT'S ECONOMIC BUREAU,  
AND DAVID RAMSAY WASHINGTON GSP COORDINATOR FOR US CUSTOMS.

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DATES OF SEMINAR AS PROPOSED REFTEL A ARE FINE.

2. WE BELIEVE THAT THE AGENDA PROPOSED BY SECRETARY  
GENERAL IN GENERAL COVERS ALL POINTS TEAM WOULD PLAN TO  
RAISE. WE WOULD, HOWEVER, SUGGEST COMBINATION OF TWO ITEMS  
FOLLOWING COFFEE BREAK ON MORNING OF MAY 16 (THE US GSP  
EXPERIENCE AND IMPACT OF US GSP ON ASEAN-US TRADE), SINCE

THE LATTER FOLLOWS DIRECTLY FROM THE FORMER, AND THEY CAN PROBABLY BE BETTER DEALT WITH IN ONE SESSION. WE ASSUME INDUSTRY CONSULTATIONS WILL INVOLVE QUESTIONS FROM INDUSTRY REPS ON PRODUCT CLASSIFICATION ETC. FOR AFTERNOON OF MAY 17, WHILE PLANT VISITS AND IN-PLANT CONSULTATIONS WOULD BE PARTICULARLY USEFUL TO A FEW COMPANIES, CONSULTATIONS AT SEMINAR SITE WOULD BE MORE EFFICIENT USE OF SEMINAR TEAM'S

TIME.

3. WHILE SEMINARS WOULD BE USEFUL TO GOVERNMENT OFFICIALS INVOLVED WITH EXPORT PROMOTION, GSP PROGRAM, OR SIMILAR MATTERS, PAST EXPERIENCE WITH SIMILAR SEMINARS HAS BEEN THAT THEY ARE PERHAPS MOST USEFUL TO BUSINESSMEN ACTUALLY INVOLVED IN EXPORT OF PRODUCTS. BUSINESSMEN ARE PEOPLE WHO MUST ULTIMATELY GET MESSAGE IF USE OF GSP IS TO INCREASE. EMBASSY SHOULD THUS STRESS TO TRADE FAIR SECRETARIAT IMPORTANCE OF ENCOURAGING ASEAN BUSINESSMEN TO ATTEND SEMINAR. EMBASSY SHOULD KEEP IN TOUCH WITH FAIR SECRETARIAT TO SEE THAT APPROPRIATE GROUPS RECEIVE INVITATIONS AND PUBLICITY.

4. FOR SINGAPORE: RE REF B, TEAM WOULD BE HAPPY TO STOP IN SINGAPORE AND HOLD CONDENSED ONE DAY VERSION OF SEMINAR, EITHER BEFORE OR AFTER ASEAN TRADE FAIR. WE BELIEVE VISIT AFTER FAIR MIGHT BE MORE USEFUL, SINCE BUSINESSMEN UNCLASSIFIED

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ATTENDING FAIR MIGHT WISH TO HAVE PEOPLE FROM HOME OFFICE ATTEND SINGAPORE SEMINAR.

5. FOR KUALA LUMPUR: US GSP SEMINAR WAS HELD IN BANGKOK LAST YEAR, AND PROPOSED MANILA AND SINGAPORE SEMINAR WOULD MEAN THAT MALAYSIA WOULD BE ONLY ASEAN COUNTRY ELIGIBLE FOR OUR GSP THAT HAS NOT HAD SEMINAR. SHOULD POST BE INTERESTED, GSP TEAM COULD ALSO STOP IN KUALA LUMPUR FOR ONE DAY SEMINAR BEFORE OR AFTER SINGAPORE VISIT. PLEASE ADVISE ASAP WHETHER YOU BELIEVE THIS WOULD BE USEFUL, AND IF SO, ANY TIMING CONSIDERATIONS. COOPER

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NNN

## Message Attributes

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**TAGS:** ETRD, RP, ASEAN  
**To:** MANILA SINGAPORE MULTIPLE  
**Type:** TE  
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